

# India: Trade & Export Finance Forum 2004

Two-day conference  
and networking forum

November 2-3, 2004

Taj Lands End  
Mumbai

Atradius Group  
Bayerische Hypo- und  
Vereinsbank AG  
British Deputy High Commission  
Citibank  
Clyde & Co  
Export-Import Bank of India  
First International Merchant Bank  
Fitch Ratings  
Global Trade Finance Pvt Limited  
ICICI Bank Limited  
Indira Gandhi Institute of  
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Infosys Technologies Limited  
Ispat Industries Ltd  
Madras Institute of Development  
Studies (MIDS)  
National Commodity & Derivatives  
Exchange Ltd (NCDEX)  
Olam Group  
State Bank of India

INDIA'S LEADING ANNUAL TRADE FINANCE CONVENTION

## Day One - Tuesday, November 2, 2004

- 09.30 Registration
- 09.50 Chairman's opening remarks  
[Veena Mankar, Independent Consultant](#)
- 10.00 Keynote address  
[Helen Deas, First Secretary \(Trade & Investment\) and Deputy Head of Mission, British Deputy High Commission](#)

### Financing trade

- 10.30 Trade finance opportunities  
[Jayan Menon, Head of Global Trade Services, ICICI Bank Limited](#)
- Import financing
  - Export financing
  - Managing foreign exchange risks
  - Case studies – deals done by ICICI Bank
- 11.10 Networking break
- 11.40 Working capital management: How efficiency in supply chain solutions can prove to be a critical competitive tool  
[Sudeep Yadav, Vice-President, Citibank](#)
- Demand planning optimisation: Outsourcing purchase processing, financing and settlement
  - Supply planning optimisation: Outsourcing sale processing, financing and settlement
  - Support services optimisation: Trend towards shared service centres
- 12.20 Factoring: Alternative financing methods for Indian companies  
[Arvind Sonmale, Deputy Managing Director, Global Trade Finance Pvt Limited](#)
- The basic application and benefits of factoring
  - The market
  - The product from an Indian perspective
- 13.00 Lunch
- 14.30 Forfaiting: A product to support exports to emerging markets  
[Margrith Lütschg-Emmenegger, President, First International Merchant Bank](#)
- The basic application and benefits
  - The forfaiting market
  - The product from an Indian perspective

### Legal issues

- 15.10 Documenting a trade finance transaction: Adding legal value  
[Robert Parson, Partner, Clyde & Co](#)
- Cross-border facilities – negotiating the terms and conditions
  - Bank and counterparty risk – ringfencing the deal
  - Letters of credit and guarantees – the latest issues
  - Bills of lading and other lies – what you need to know to be secure

15.50 Networking break

## Collateral management & security over goods

- 16.20 Development of collateral management structures in India  
**Hari Prasad, Chief, Strategic Initiatives, National Commodity & Derivatives Exchange Ltd (NCDEX)**
- The development of collateral management tools and structures
  - Recent experiences and lessons learned from the growth of risk management and warehouse receipts structures

## Corporate viewpoint

- 17.00 Securing finance and guarantees: Case studies and experiences  
**Ajit Doshi, General Manager, Project Finance, Ispat Industries Ltd**
- Banks to provide finance at international rates
  - Banks to invest in ports for decongestion
  - Banks to contribute in smoother LC negotiation and quick receipt of proceeds
- 17.40 Closing remarks followed by cocktail reception

## Day Two - Wednesday, November 3, 2004

- 09.30 Risk management in non-financial firms  
**Rajeev Kadam, Vice-President Internal Compliance, Olam Group**
- Back to basics
  - Identification of risks in your business
  - Capturing & assessing risk exposures
  - Linking risks to returns - influencing behaviour

## Economic & political outlook

- 10.00 Key ratings drivers in India  
**Amit Tandon, Managing Director, Fitch Ratings**
- Geopolitical risk
  - Political reforms
  - Economic diversification
  - Reform and growth

10.40 Networking break

## Trade & political risk

- 11.10 Helping Indian companies to trade and compete on the world stage  
**Srinivasan Sridhar, Executive Director, Export-Import Bank of India**
- Emerging trends in international trade in India
  - What do corporates need?
  - Indian market dynamics
  - Competitive financing for corporates in a globalising world
  - Risk management issues

11.50 Foreign exchange risks: How to manage them  
**S Vishvanathan, General Manager, State Bank of India**

- Identifying foreign exchange risks
- Managing and mitigating these risks

12.30 Credit insurance in India  
**Daniel J Stausberg, Representative to India, Atradius Group**

- India: Challenge for credit insurers and insureds?
- Development of credit insurance in India
- Why credit insurance?
- Financing enhanced by credit insurance
- Outlook

13.10 Long-term financing for the import of capital goods under Export Credit Insurance  
**Peter von Guretzky-Cornitz, Senior Vice President, Export Finance Asia, HVB Corporates & Markets, Bayerische Hypo- und Vereinsbank AG**

- Characteristics of ECA covered financing
- System and application procedures
- Advantages and cost calculation

13.30 Lunch

## Trade facilitation

14.30 Facilitating India's trading environment: Issues and constraints  
**Nirmal Sengupta, Professor, Indira Gandhi Institute of Development Research (IGIDR)**  
**Moana Bhagabati, Assistant Professor, Madras Institute of Development Studies (MIDS)**

- Trade facilitation – the concept
- Trade facilitation in the World Trade Organisation (WTO)
- Trade facilitation measures in India
- Cost-benefit of trade facilitation

15.10 Technologies for global trade: Bridging the gap  
**Kannan Amaresh, Principal Consultant & Group Leader, Banking Domain Competency Group, Infosys Technologies Limited**

- How Indian firms have embraced technology and increased their exports, across different industries
- Best practices across the world in adoption of technology in the global trade business, including financial services

15.50 Chairman's concluding remarks and close of conference followed by networking break

16.00 Networking break



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## Global Trade Finance PRIVATE LIMITED

Global Trade Finance Private Limited (GTF) provides market-driven export financing solutions for small and medium-sized Indian exporters (SMEs) operating in an increasingly competitive world trade environment. GTF offers forfaiting and export factoring under one roof in India for the first time.

GTF is a member of the association of international factoring companies, Factors Chain International, headquartered in Amsterdam, which has a membership of 156 factoring companies operating in 52 countries. GTF also has an agreement with Coface Group of France. Under this agreement, CDP provides debt protection services to GTF supported by the @rating product from Coface. As a result, GTF provides receivables management services covering exports from India to over 80 countries.

Export factoring provides credit assessment, credit protection, financing, and collection services to exporters for regular sales on open account terms.

As the demand for open account trading expands globally, the need has arisen for Indian exporters to offer similar terms to importers in order to remain competitive. GTF will help fill this need. Alternatively, forfaiting enables exporters to offer longer-term financing to importers of capital goods from India. Both products, being complementary and available at a 'one stop shop', will therefore provide greater client servicing and support through tailor-made financing packages.

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November 2-3, 2004

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